

Message Text

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12

ORIGIN COME-00

INFO OCT-01 EA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OED/OPS/B.L.WHIPPLE

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COM/BIC/OED/OPS/B.L.WHIPPLE

COM/BIC/OED/OPS/S.S.LEON

COM/BIC/OED/OBOD/R.E.COHEN

STATE/EA/K/PHILIP R.MAYHEW

----- 005152

R 132149Z MAY 75

FM SECSTATE WASHDC

TO AMEMBASSY SEOUL

UNCLAS STATE 111442

E.O. 11652: N/A

TAGS: 0EXP, KS

SUBJECT: PRODUCT OPPORTUNITY: EXPANSION PROJECT OF

--- TONG YANG CEMENT CO

REF: (A) SEOUL 1906

1. USDOC/OPS RECIEVED VISIT MAY 9 FROM CHAIRMAN LEE AND PRES. DR. ZION. THEY EXPRESSED SATISFACTION OF IMPROVEMENTS OF SCHEDULE DELIVERIES FULLER & GENERAL ELECTRIC. LEE STATED THAT POST AND OPS EFFORTS HELPED TO IMPROVE BY AT LEAST TWO MONTHS DELIVERY OF CRITICAL ITEMS WHICH OTHERWISE WOULD HAVE BEEN POSTPONED.

2. PROMISE MADE TO MONITOR MONTHLY AND ADVISE POST TO THE FINAL DELIVERY OF ALL ITEMS.

3. LEE & ZION MEETING WITH G.E. THIS WEEK TO FINALIZE. CURRENT DELIVERY PROMISES.

4. FYI DURING MEETING OTHER PRODUCT OPPORTUNITIES WERE DISCUSSED IN CONECTION WITH THEIR PORT FACILITIES FOR EXPORTING THERE PRODUCT. IT APPEARED THEY WILL REQUIRE
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SUBSTANCIAL PURCHASE OF CONVEYORS FOR HANDELING CEMENT

FROM PLANT TO SHIPS.

5. OPS FELT THIS MIGHT PRESENT AN OPPORTUNITY FOR U.S. SUPPLIER OF CEMENT CONVEYOR EQUIPMENT BUT LEE STATED HE FELT THIS COULD BE SATISFIED FROM INDUSTRY WITHIN KOREA. END FYI.

6. WOULD APPRECIATE POST INVESTIGATE THIS PRODUCT OPPORTUNITY FYI IF REQUIREMENT WE FEEL U.S. FIRMS COULD WORK OUT SOME CO-MANUFACTURING ESPECIALLY OF THE FABRICATED PORTIONS. END FYI. KISSINGER

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Disposition Event:
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Margaret P. Grafeld
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